NEW HAMPSHIRE

Office Locations:
Concord

NEW HAMPSHIRE MANUFACTURING EXTENSION PARTNERSHIP (NH MEP)
The New Hampshire MEP, through its experienced staff of engineering, technology and business management professionals, assists small and medium-sized manufacturing firms implement changes that lead to greater productivity, increased profits, and enhanced global competitiveness. Contact: Martin Vincent, 172 Pembroke Rd., Concord, NH 03301, (603) 226-3200, Fax: (603) 226-4132, Email: director@nhmep.org, Website: http://www.nhmep.org/

COMPANY CLIPS

Baudelaire Wises Up To "Time Wise" Training

Baudelaire Inc. is a supplier of fine European soaps and skin care products. The company, located in Keene, has 16 employees. Baudelaire wanted to improve its manufacturing operations but did not have the necessary experience to make the envisioned changes. Baudelaire learned that the New Hampshire Manufacturing Extension Partnership (New Hampshire MEP) offers a full-day Lean 101 "Time Wise" training course to local manufacturers in Keene. Baudelaire sent several employees to the workshop.

New Hampshire MEP spent an eight-hour day taking Baudelaire through simulations to increase its employees' knowledge by showing them a leaner, more productive manufacturing process. After attending the Lean 101 Time Wise workshop hosted by the New Hampshire MEP, this small company was able to go back to the shop floor and immediately start making changes. Baudelaire implemented a 5S program, which improves the physical organization of a company's workspace, and instituted visual signals to identify, package, and ship its diverse product mix. By doing so, the company significantly reduced work-in-process in the production area and improved its throughput times for a marked increase in productivity.

ACL Builds Pathways To Continuous Improvement

ACL Industries, a metal products manufacturer in Manchester, currently employs 14 people. The company has been in business for 10 years and produces $1.5 million in revenue annually. ACL participates in the Office of Naval Research (ONR)'s Pathways for Continuous Improvement program, which offers supply-chain assistance to tier-one suppliers to Bath Iron Works, a manufacturer of U.S. Navy Surface Combatants. In a manufacturing facility

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THE MANUFACTURING EXTENSION PARTNERSHIP IN NEW HAMPSHIRE

Manufacturing Extension Partnership (MEP) is a nationwide system of services and support for smaller manufacturers to become more globally competitive. At the heart of the system is a network of affiliated, locally-based manufacturing extension centers. Each center, like New Hampshire MEP, is a partnership, typically involving federal, state, and local governments; industry; educational institutions; and other sources of expertise, information and funding support.

STATE STATS

DATA* COVERS JANUARY TO DECEMBER 2001

Number of projects completed
82

Number of firms served
72

Number of firms served for the first time
31

Federal cost share for current operating year
$421,300

State/other cost share for current operating year
$842,600

**Data as reported from center*

DATA** COVERS JANUARY TO DECEMBER 2001

Increased sales & retained sales
$21,574,000

Client capital investment
$13,690,000

Total cost savings
$2,403,501

Jobs (created & retained)
107

***Source: Independent client impact survey*

For additional information, contact Dede McMahon 301-975-5020

encompassing only 5,000 square feet, ACL found it difficult to meet its goals of improving on-time delivery and reducing scrap and rework by implementing new inventory control software, becoming ISO 9001:2000 certified, and implementing lean manufacturing principles. To achieve its goals, ACL enlisted the help of the New Hampshire Manufacturing Extension Partnership (New Hampshire MEP).

New Hampshire MEP conducted an assessment and implementation action plan for both the inventory control software and ISO 9001 initiatives. ONR Pathways provided the framework for the project plan, which begins with a detailed plant layout of previous and new facilities. The layouts are used to construct manufacturing cells, inventory, and office space in CAD. ACL is currently in the process of selecting software, with consideration to ISO and lean requirements.

With New Hampshire MEP's assistance, ACL moved its entire manufacturing facility across Manchester to a 15,000 square foot facility and began production in a matter of days. Lean manufacturing techniques smoothed any residual backlog in the first month, while meeting all other customer demands. New production planning and established performance goals greatly contributed to increased success in production, which resulted in the retention of a welder's job. New ISO procedures for inventory tracking and control are in place, improving the quality of job costing, purchasing, and material handling/storage. Already the company is experiencing increases in quarterly profits of up to $100,000.